

National Cannery Association

WASHINGTON, D. C.

Information
Letter



For N. C. A.
Members

Membership Letter No. 58.

April 5, 1924.

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President Clark Gives Preliminary Canned Foods Week Report.

Royal F. Clark, Chairman of the Canned Foods Week National Committee, reports that the success of the 1924 campaign is an illustration of the increasing value of continued publicity. Reports being received by National Chairman Clark and the office at Washington indicate an even larger increase in sales of canned foods than were anticipated by anyone connected with the campaign.

Not only is this feature encouraging, but also the fact that increasing numbers of canners, distributors, brokers, and supply men are cooperating each year. Many are the expressions received from them of their entire satisfaction with the results of the campaign in 1924 and their expression of interest in the coming campaigns, as well as assurances of their continued cooperation.

The financial support from canners was better in 1924 than in any of the previous campaigns, more advertising was done by the local committeemen, and more red, white, and blue streamers were used than ever before. The requisitions for supplies were sent in much earlier by the local committees than they had been in the preceding campaigns and this enabled the Washington office to get supplies in the hands of the committees in ample time for the campaign. The retail grocers who cooperated, and there were literally thousands that did so, are more than pleased, and are looking forward with renewed interest to the future campaigns. One retailer said he had to re-order canned foods three times during the Week, so as to keep a supply on hand. Another one said his sales on Saturday alone amounted to \$975.00.

There were many splendid radio talks again this year. These reached many thousands more people than the talks given a year ago, owing to the enormous increase in the number of radio fans.

An entirely new feature of the campaign this year was the canned foods luncheon served at men's clubs. For these luncheons, canned foods menus were prepared, and this was probably the most popular feature of the campaign. It is estimated that nine thousand people partook of the luncheons.

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A more complete report of the Canned Foods Week campaign will be made at the May meeting of the Board of Directors.

N.C.A. Section Meetings at Chicago to be Well Attended.

There is every indication that the N.C.A. Section meetings, to be held in connection with the spring gathering of the Western Cannery Association at Chicago, will be well attended.

The Ketchup Section will meet Tuesday morning, April 22, with Wade L. Street, Chairman; the Pea Section, Tuesday afternoon, April 22, F.A. Stare, Chairman; and the Corn Section, Wednesday morning, April 23, E.B. Cosgrove, Chairman.

The program of the Pea Section is the first one to be announced thus far. It will consist of an address by President Clark, to be followed by a report of claims paid on losses from canned peas. There will also be a discussion of the status of pea standards, by Charles H. Hunt, Chairman of the Pea Standards Committee.

President Clark will address the General Session of the Western Cannery meeting on Wednesday afternoon, April 23.

Diabetic Foods.

Sanitariums frequently use canned foods packed without sugar for diabetic patients, and when this is done, the foods are sometimes analyzed to make sure that no sugar has been added. Of course all vegetables contain very small amounts of sugars and analysts doing such work are sometimes misled by the small amount of natural sugar present in unsweetened products.

The Research Laboratory recently had a letter from the analyst of a prominent sanitarium asking for the explanation of sugar found by analysis in canned string beans which were claimed by the packer to be unsweetened. Samples of the product were also submitted to the laboratory and were found to contain only the amount of sugar normal to green beans. The product was unsalted and the absence of salt had been mistaken for an indication of the presence of a larger amount of sugar than the product really contained.

Unauthorized References.

The National Cannery Association does not under any circumstances give a certificate to any material, machine, or device used in connection with the canning industry, or used for any purpose whatever.

The Association is sometimes embarrassed by statements of salesmen, and even by advertisements which represent that the Association or one of its branches has endorsed some machine or product, or in some way has given it preference. Such statements are always unauthorized and untrue.

Legislation Affecting Freight Rates and Child Labor.

The Senate has just passed Senate Bill No. 2704, without amendment. It provides for amending paragraph 3 Section 16 of the Interstate Commerce Act by requiring that claims for damages against carriers not based on overcharges shall be filed with the Commission within two years from the time damage occurred and for recovery of overcharges, action shall be begun or complaint filed within three years. In case claim for overcharge has been presented in writing to the carrier within the three year period, that period will be extended to include six months

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from the time the carrier gives notice to the claimant of whole or partial disallowance of his claim.

The Senate Committee on Interstate Commerce has favorably reported Senate Bill 2327 for passage. The bill provides for amendment of Section 4 of the Interstate Commerce Act so as to furnish some relief to certain sections of this country against present excessive freight rates. The section referred to is the so-called long and short haul rule.

The Judiciary Committee of the House of Representatives has made a favorable report on the resolution proposing an amendment to the Constitution to give Congress jurisdiction over the industrial employment of children.

Recent Federal Trade Decisions.

Three recent court decisions involving cases brought against the Federal Trade Commission are of interest.

In the case of the Mennen Company, the Court of Appeals held that a manufacturer had the right to refuse to sell to retail organizations, including mutual and coöperative corporations, at wholesale prices, there being no attempt by the manufacturer to fix the re-sale price and no discrimination between retailers or between wholesalers. (Mennen Company vs. Federal Trade Commission, Circuit Court of Appeals, Second Circuit, March 13, 1923.)

In the case of the Juvenile Shoe Company, adoption of the name "Juvenile Shoe Corporation" by a competitor manufacturing shoes was held to be unfair competition. (Juvenile Shoe Company vs. Federal Trade Commission, Circuit Court of Appeals, Ninth Circuit, May 14, 1923.)

In the case of the B.S.Pearsall Butter Company, the Court of Appeals held that contracts between the company and wholesale dealers by which the latter are given exclusive sale of the company's product in certain territory and agree in turn to sell no competing product, without placing any restrictions on retailers, is held not to substantially lessen competition or tend to create monopoly. (B.S.Pearsall Butter Company vs. Federal Trade Commission, Circuit Court of Appeals, Seventh Circuit, July 19, 1923.)

Government Trade Experts to Confer with Middle Western Business Men.

Trade experts from the United States Department of Commerce are arranging to visit various important cities throughout the country to confer with local business men and discuss export problems. Meetings have been arranged with local chambers of commerce in Indianapolis on April 9; St. Louis, April 10; and Kansas City, April 11.

The personnel of this committee will include Mr. O'Toole, Chief of the Latin American Division; Mr. Montgomery, Chief of the Foodstuffs Division; and Mr. Gregg, Chief of the Transportation Division.

British Trade Exhibition to be Held in September.

A letter has been received by the N.C.A. from H.S.Jones, Manager of the British Trade Exhibition, which reads, in part, as follows:

"My object in writing to you is to suggest that in the event of any members of your firm or friends in the Trade proposing to visit England this year

in connection with the British Empire Exhibition, they should, if possible, arrange their visit during the month of September, when the Trade Exhibitions for Grocers, Confectioners, etc., will be held at the Royal Agricultural Hall, London. The dates of the Exhibitions referred to are, September 6th to 12th for the Confectioners and Bakers Exhibition, and from September 20th to 26th for the Grocers Exhibition.

"Tickets of admission to these Exhibits will very gladly be supplied by us on arrival in this country."

United States Navy in the Market for Canned Foods.

Bids will be opened by the Navy Department at 10 a.m., April 15, 1924, under schedule No. 2025, Supplies and Accounts, on 210,000 pounds of canned pears, and, under Schedule No. 2026, Supplies and Accounts, on 340,000 pounds of canned peas.

Canners desiring blanks for bids on the above requisitions, should communicate with the Bureau of Supplies and Accounts, Navy Department, Washington, D.C.

To Canners of Pork and Beans and Kraut.

The Conference Committee meeting with distributors which was held in New York City on February 16th, made a number of recommendations regarding percentage allowance for spoilage. The canner members of this committee at that time distinctly stated that they were not in position to make any recommendation regarding percentage allowance of either pork and beans or kraut.

This office has just been advised that some of the distributing organizations are putting out a statement recommending certain allowances on these two products. This announcement is being made to advise the canners of these products that the National Canners Association Conference Committee is not a party in any way to these recommendations. Therefore, any such announcements are unauthorized, so far as the National Canners Association Committee is concerned.

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